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Message Text

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45
ACTION XMB-07

INFO OCT-01 AF-10 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SP-03

CIEP-02 LAB-06 SIL-01 OMB-01 SCI-06 EA-11 NASA-04

DODE-00 PA-04 USIA-15 PRS-01 NEA-14 DRC-01 /143 W
---------- 045434
R 060925Z MAY 74
FM AMEMBASSY KHARTOUM
TO SECSTATE WASHDC 8076

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E.O. 11652: N/A
TAGS: BEXP, SU
SUBJ: SUDANESE MICROWAVE SYSTEM

REF: KHARTOUM 639

1. NORTHROP PAGE COMMUNICATIONS ENGINEERS (NP)
INFORMS EMBASSY THAT IT HAS BEEN SELECTED AS SUCCESSFUL
TENDERER FOR SUDANESE NATIONAL COMMUNICATIONS SYSTEM.
NP EXPECTS SIGN LETTER OF INTENT MOMENTARILY AND THE
NEGOTIATE TERMS OF CONTRACT SUBJECT ONLY TO FINALIZING
FINANCIAL PACKAGE.

2. WE UNDERSTAND THAT NP HAS CARRIED THROUGH ON APPROACH
TO EXIM FOR FINANCING PORTION OF PROJECT AS OUTLINED REFTEL
AND THAT PROPOSAL NOW BEING CONSIDERED BY WORKING LEVELS
AT BANK. APPARENTLY CREDIT WOULD BE FOR RELATIVELY SMALL
PORTION OF TOTAL CONTRACT (WHICH HAS NOW GROWN TO $15 MILLION)
RESTRICTED IN FIRST INSTANCE BY FACT THAT ONLY $3-4 MILLION
OF PACKAGE IS US SOURCE GOODS AND SERVICES. NP HOPES
THAT EXIM WILL AGREE EXTEND CREDITS FOR 40-45 PERCENT THAT
AMOUNT, OR SOMEWHERE UNDER $2 MILLION.

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3. NP CONTINUES HAVE ALTERNATIVE SOURCES FINANCING. IN

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ADDITION POSSIBLE COMMERCIAL FINANCING (REFTEL) BY FIRST NATIONAL BANK OYCHICAGO--AT HIGH INTEREST RATES--ARAB FUND FOR SOCIAL AND ECONOMIC DEVELOPMENT (AFSED) HAS ALSO INFORMED GOS THAT IT BE PREPARED PICK UP PERHAPS AS MUCH $14 MILLION THIS PROJECT. PROBLEM WITH LATTER POSSIBILITY IS THAT AFSED IS TAKING CONSERVATIVE APPROACH AND ASKING FOR MORE STUDIES, WHILE GOS FEELS PROJECT READY TO GO WITH ITU/OAU STUDY ALREADY IN HAND. IF AFSED CANNOT BE PURSUADED ACCELERATE ITS ACTION, THERE IS STRONG POSSIBILITY THAT PRESIDENT NIMEIRI WILL INSIST ON PROCEEDING, USING ALTERNATIVE FINANCING.

4. COMMENT: AS STATED REFTEL EMBASSY HAS CONTINUED TO MAINTAIN POLICY OF NOT ENCOURAGING NP TO EXPECT EXIM SUPPORT. IT IS MOREOVER NO LONGER CLEAR THAT SUCH SUPPORT CRITICAL TO WINNING OF CONTRACT (ALTHOUGH IF AFSED DROPS OUT, HIGH COSTS OF NP COMMERCIAL CREDIT OFFER COULD UPSET CURRENT FAVORABLE PICTURE). EMBASSY HOWEVER, CONTINUES OF VIEW SET FORTH REFTEL AS TO OVERALL IMPORTANCE THIS PROJECT. WE MOREOVER SEE FURTHER ADVANTAGE TO BE GAINED IN TERMS OUR IMAGE HERE AND IN REGION IN USG, THROUGH EXIM, JOINING ARAB ENTITY SUCH AS AFSED IN ASSISTING SUDANESE DEVELOPMENT. THUS WE CONTINUE HOPE NP APPLICATION WILL RECEIVE FAVORABLE CONSIDERATION.
SANDERSON

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